



EggNest.ai Partner Sales Manager

Nashville, TN (Hybrid – 4 days in office, Monday–Thursday; Fridays optional remote)

About EggNest.ai

EggNest.ai is a human-led, AI-powered services partner helping organizations turn AI Workplace Platforms into a living, evolving capability, not just a deployed tool. We are a Glean partner, and we co-sell Glean software alongside our professional and managed services to ensure customers achieve real adoption, measurable ROI, and long-term value.

We work shoulder-to-shoulder with Glean’s sales and customer success teams, operating as an extension of their go-to-market motion while owning implementation, enablement, and continuous optimization. Our team is built by operators who have scaled global services organizations, and we bring that discipline to enterprise AI.

As Glean specialists, we enable knowledge across systems and teams — turning ambition into measurable results. We’re operators, not traditional consultants: real people, amplified by AI, delivering real results for our customers every day.

The Role

As a **Partner Sales Manager at EggNest.ai**, you will play a critical role in our partner-led go-to-market motion. You will co-sell Glean software with Glean account executives while owning the sale of EggNest.ai’s professional and managed services. This role requires strong channel instincts, comfort navigating dual sales motions, and the ability to manage multiple stakeholder timelines without adding friction.

What You Will Do & Achieve

- Co-sell Glean software in close partnership with Glean AEs while leading the sale of EggNest.ai services
- Source, qualify, and close net-new customers and expansion opportunities
- Manage complex, multi-party sales cycles involving Glean sellers, customer executives, and EggNest.ai delivery teams
- Position professional and managed services as value accelerators that drive adoption, expansion, and renewals
- Navigate dual deal timelines (software + services) with strong organization and clear communication
- Build trusted relationships with Glean sales, presales, and customer success teams
- Run value-driven sales cycles grounded in customer outcomes, ROI, and success criteria
- Forecast pipeline accurately and provide clear visibility into deal status and risks
- Partner with delivery leadership to ensure clean handoffs and successful customer outcomes



Required Knowledge, Skills & Experience

- 3+ years of quota-carrying B2B sales experience, preferably in SaaS, cloud, or enterprise technology
- Direct experience with channel selling or co-selling alongside software vendors or partners
- Demonstrated ability to sell software plus professional and/or managed services
- Strong organizational skills with the ability to manage parallel timelines and stakeholders
- Experience selling to executive buyers and navigating complex buying committees
- Familiarity with solution selling and structured sales methodologies (Challenger, or similar)
- Clear examples of deals you have personally closed or significantly influenced
- Excellent written and verbal communication skills

Nice to Have:

- Experience working with enterprise SaaS vendors or hyperscaler ecosystems
- Exposure to AI, knowledge management, automation, or digital workplace platforms
- Background in services-led or partner-first GTM organizations

Work Location

- Must reside in Greater Nashville, TN
- Hybrid schedule: In-office Monday–Thursday, Fridays optional remote

Compensation & Benefits

- Competitive base salary + variable compensation
- Healthcare Benefits
- 401(k)
- Flexible time-off policy
- High-trust, transparent culture with significant growth opportunity

If you're energized by co-selling, thrive in partner-driven environments, and want to help enterprises move from AI licenses to real outcomes, EggNest.ai is the place to build.